

Message Text

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63

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/OED/MEPD/JSMITH/LW

APPROVED BY EB/OCA/CM/JJREILLY

COM/OED/MEPD/JNRANDOLPH, JR.

COM/OED/MEPD/JRHEAGEN, ACT. DIR.

COM/OIM (INFO)

ARA/ECP/DLACEY (INFO)

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R 091612Z NOV 76

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

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E.O. 11652: EXEMPT

TAGS: BENC, VE

SUBJECT: MAJOR PROJECT: RAILROAD

REF: CARACAS 12963, SMITH-PERKINS TELCON 11/4

1. HAVE DISCUSSED GENERAL SITUATION WITH JOHN WHALEN, SR. BUSINESS DEVELOPMENT REP WITH BECHTEL AND GEORGE COOKSON, INT'L V.P., DE LEUW, CATHER.

2. WHALEN REPORTS BECHTEL HAS BEEN WORKING THROUGH ITS AGENTS IN VENEZUELA FOR PAST SIX MONTHS, IN EFFORT SELL GOV AND IAAFE ON PROJECT MANAGER APPROACH TO RAILROAD WITH BECHTEL AS MANAGER. COMPANY SENDING TEAM TO CARACAS LATE THIS WEEK OR EARLY NEXT WEEK. COMPOSITION OF GROUP NOT YET DEFINITE, BUT REPS WILL BE INSTRUCTED CONTACT PERKINS FOR DETAILED DISCUSSIONS AFTER THEY ARRIVE IN COUNTRY.

3. DE LEUW, CATHER ALSO CLAIMS IT HAS TRIED SELL IAAFE IN

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PROJECT MANAGER ROLE AND HAS ITS LATIN-AMERICAN V.P.,

ROCKWELL, IN CARACAS NOW FOR DISCUSSIONS WITH RAILROAD
ADMINISTRATION. COOKSON PLANS PHONE ROCKWELL AND SUGGEST
HE CONTACT PERKINS WITHOUT DELAY. OFF RECORD, COOKSON

STATED HE BELIEVES IT LIKELY THAT SPANISH CONSORTIUM MAY
FINALLY WIN TURNKEY CONTRACT WITH GOVERNMENT TO GOVERNMENT

BARTER FORMULA ALLOWING FOR COMPENSATION IN EVENT SUB-
STANTIAL OVERRUNS ARE ENCOUNTERED. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE275374
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/JSMITH/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760418-0116
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761166/aaaaceyj.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 CARACAS 12963
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by ElyME>; APPROVED <21 JUL 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILROAD
TAGS: BENC, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006